



**Asia-Pacific Regional Workshop
on Investment Promotion Agency (IPA)
Policy Advocacy**

Programme

18-19 November 2005

**City Hall
Busan, Republic of Korea**

This workshop has been jointly organized by the United Nations Conference on Trade and Development (UNCTAD) and the World Association of Investment Promotion Agencies (WAIPA), with logistical support provided by the Korea Trade-Investment Promotion Agency (KOTRA).

PROGRAMME

Day One Friday, 18 November 2005

09:00-09:30 Registration of Participants

Opening Ceremony

09:30-09:40 Welcome Remarks
 Mr. Kai Hammerich
 President, World Association of Investment Promotion Agencies

09:40-10:00 Introduction of Facilitators and Participants

Workshop Sessions

10:00-10:45 Module 1: What is policy advocacy for investment promotion agencies?
 Mr. Kiyoshi Adachi
 Legal Officer, UNCTAD

10:45-11:00 Coffee Break

11:00-12:00 Module 2: Understanding policy and decision making
 Mr. Kiyoshi Adachi

12:00-13:30 Lunch Break

13:30-15:00 Panel Discussion
Advocating for Reforms in Asian Countries
 Mrs. Nazha Benabbes Taarji (moderator)
 Chief, Investment Promotion Section, UNCTAD
Questions and Answers

15:00-15:30 Coffee Break

15:30-17:00 Module 3: Identifying the policy issues that matter for investors
 Mr. Kiyoshi Adachi

Day Two Saturday, 19 November 2005

09:30-11:00 Module 4: Developing a policy advocacy strategy
 Mr. Kiyoshi Adachi

11:00-11:15 Coffee Break

11:15-12:00 Module 5: Organizing the IPA for policy advocacy
 Mrs. Nazha Benabbes Taarji

12:00-13:30 Lunch Break

13:30-17:30 Module 6: Wrap up exercise
 facilitated by the training team

Closing Ceremony

17:30-17:40	Closing Remarks by UNCTAD
17:40-17:50	Evaluation Forms
17:50-18:00	Awarding of Certificates

BIONOTES**Mrs. Nazha Benabbes Taarji****Chief, Investment Promotion Section, UNCTAD**

Nazha Benabbes Taarji is Chief of the Investment Promotion Section, part of Investment Policies and Capacity Building Branch, at the United Nations Conference on Trade and Development (UNCTAD). Through the Advisory Services on Investment and Training Group (ASIT) she develops and supervises technical assistance activities in the area of investment promotion and capacity building assisting developing countries and economies in transition to establish an enabling environment for foreign direct investment (FDI), to attract more FDI and benefit from it. She has worked in UNCTAD since 1981 on various subjects, including investment. Her previous duties included the conduct of research and analysis on issues relating to commodities, namely minerals and metals, preparing in-session background documents and servicing UNCTAD intergovernmental meetings for the negotiation and conclusion of international commodity agreements such as tin and natural rubber and the management of technical assistance projects on the impact of the mineral sector on the economic development of developing countries in Africa, Latin America and Asia. She also managed the technical co-operation projects of UNCTAD's Advisory Services on Investment and Technology (ASIT) in Africa and the Middle East, identifying, developing, implementing and monitoring advisory and training projects. Prior to joining the United Nations in 1981, she worked as a diplomat with Morocco's Ministry of Foreign Affairs. She is a graduate of Nice University and the School of Advanced International Studies (SAIS) of John Hopkins University.

Mr. Kiyoshi Adachi**Legal Officer/Regional Coordinator, Investment Promotion Section, UNCTAD**

Kiyoshi Adachi is a lawyer and regional coordinator with the Investment Promotion Section, part of the Investment Policies and Capacity Building Branch, at UNCTAD. Through the Advisory Services on Investment and Training Group (ASIT), he develops and manages technical cooperation activities in the area of investment promotion and capacity building, assisting developing countries and economies in transition with a view to establishing an enabling environment for foreign direct investment (FDI). Prior to joining UNCTAD in April 2002, he worked with the United Nations in both New York and Vienna, and as a corporate lawyer with the international law firm of Baker & McKenzie in Tokyo. Mr. Adachi has a *Juris Doctor* from the UCLA School of Law in Los Angeles (1991) and is admitted to the bars of Pennsylvania and the District of Columbia, USA. He also holds a Master of Public Administration from the American University in Washington, D.C. (1995) and a Bachelor's degree from Dartmouth College (1988).